

NEW HAMPSHIRE STATE LIQUOR COMMISSION
AUGUST 3, 2005, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) One Time Buy Request (Dekuyper 50ML Sampler Pack)
 - 2) Product Demo Request (Jim Beam/NASCAR)
 - 3) October Special Offers:
 - a. 1 item – Flag Hill Winery
 - b. 4 items – Pine State Trading Company
 - c. 14 items – M.S. Walker, Inc.
 - d. 31 items – Executive Wine & Spirits
 - e. 29 items – Martignetti Companies of N.H.
 - f. 69 unmatched items – United Beverages, Inc.
- B. WINES:
 - 1) Special Offers for September 2005 (4 items – M.S. Walker, Inc.)
 - 2) Close Outs:
 - a. 7 items – Horizon Beverage Company:
 - b. 3 items – United Beverages, Inc.
 - 3) Purchase & Distribution of Fernleaf
 - 4) Recommended Allocated Wines for Distribution to Selected Stores
 - 5) Primary Source Submissions (8 primary source; 8 exclusive agent; 14 imported)
 - 6) Tabled Items:
 - a. Results of the Purchase & Display of Screw Kappa & Little Boomey (tabled 7/27/05, Item B-1)
 - b. Purchase & Introduction of Big Yellow Cab (tabled 7/20/05, Item B-2)
 - c. Purchase & Introduction of Trumpeter (tabled 7/20/05, Item B-3)

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III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford